

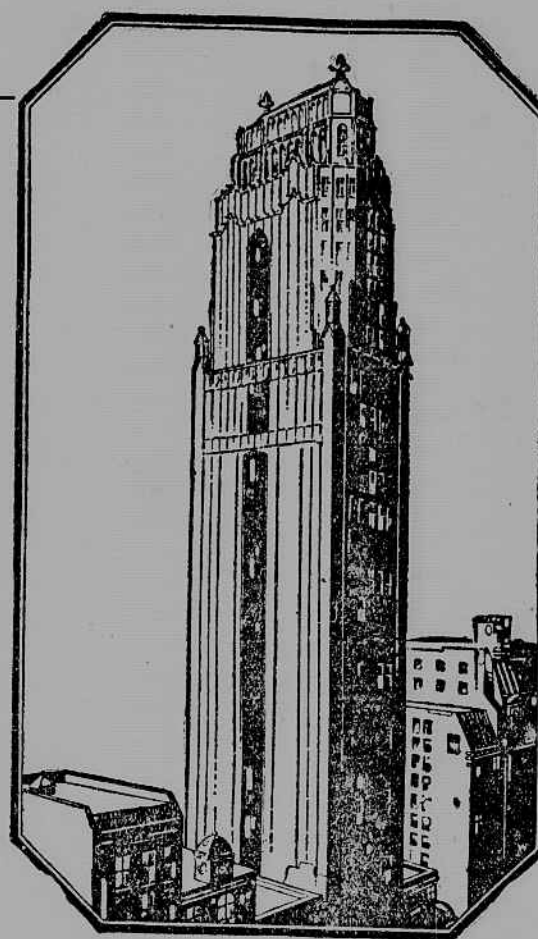
# VISITING BUYERS

## for Quicker and Better Buying

WHILE in New York—buy where the market is. Buy where the facilities for buying make buying easier, quicker, better. Buy where the representative lines are well displayed, and sold at manufacturers' prices. A visit to the Bush Terminal Sales Building—built for visiting buyers—is an experience in itself.

The special offerings and announcements beginning below and on the next two pages are alive with the latest merchandising news of several hundred manufacturers.

They are brim-full of marketable suggestions. Look them over carefully to know that you are at the richest buying source in America. And at the building itself there are thousands of additional items that you can see.



This building is the home of the International Buyers Club. Visiting buyers are invited to make it their Headquarters. No membership fee—just comfort, convenience and courtesy.

All goods bought here are billed direct by the manufacturers and shipped from their own factories. Complete directory of the manufacturers and their lines will be sent on request.



### ART NEEDLEWORK

TWENTY-SECOND AND TWENTY-FOURTH FLOORS

Face Scarfs—and table covers on "linen and fancy materials, baby pillow slips in lace and filet combinations," covers for chair backs, etc.; new and attractive designs. J. F. Dwyer.

"Tiso-Solid-Cotton-Forms"—Circle Monogram Design Assortments: One, one and one-half, two and one-half, and four inch—\$18.00, \$15.00, \$25.00 and \$35.00. The Initial Company.

Children's Rompers, Dresses and dainty garments. Completely made, ready to embroider—\$9.00 to \$30.00 dozen. The Priscilla Company.

### BATIKS

TWENTY-SECOND FLOOR

Palm Beach Novelty—Gay hats, scarfs, bags in batik. Gay colored hats with batik crowns, facings, or ribbon bands. Bags and scarfs to match for Palm Beach wear. Betty Bonner.

The "Norma"—Straight piece negligee, \$45.00. Batik negligees, blouses and purses, wall hangings, also the Peter Mijer Batik Outfit. Oriental theatrical costumes a specialty. Dorothy Armstrong.

### BLOUSES AND WAISTS

FIFTH FLOOR

Tailored Silk Waists—Crepe de Chine, Georgettes, Striped and Plain Tub Silk, Fancy and Plain Satins. The Amermaid Mfg. Co.

Exclusive Blouses—Original designs trimmed with real Irish and filet laces, also linen hand-made and beautifully embroidered waists for exclusive trade. Amin Beder & Company.

"Arod Waists"—Original tailored novelty designs. Georgettes, \$6.50-\$18.00. "Bozart Blouses"—"All Hand Made." Sheer batiste and imported voile. \$3.75-\$7.50. Isadore Helitzer, Inc.

Blouse-makers, Inc.—Makers of the "Town Blouse" in novelty styles and fabrics. Nationally advertised. The Blouse-makers, Inc.

No. 530—Special Bronner Value—Georgette silk inside, button effect and hand embroidery in contrasting shades. Three-quarter hemstitched novelty sleeves, \$6.00. Bronner Mfg. Co.

Cotton Waists—We specialize in \$24.00 per dozen and upward cotton waists and are daily producing the best of its kind in both quality and style. Cambridge Waist Company.

Women's White Voile Blouses Exclusively—Domestic voile, \$24.00 to \$36.00. Imported French voile, \$45.00 to \$78.00. Stylish stouts, \$36.00 to \$72.00. Cohen & Katz, Inc.

Hand Painted Waists—in Satins, Georgettes and Crepe de Chine. Braided and beaded effects. Some two-toned. Very dainty and practical. Deliveries one to two weeks. Ellanor Waist Company.

Waists! Big values at \$5.50, \$6.00 and \$6.75. Georgette and crepe de chine. The new pastel shades for spring business. Lace trimmed and tailored models. Jack Goldston.

No. 2008—French Voile Waist, kimono sleeve, daintily trimmed with filet open work embroidery. \$3.75, 8/10. Hays Waist Company.

The Hirsch-Straus Company, manufacturers of Georgette Waists, announces the opening of their new sales display in the Bush Terminal Sales Building as an added convenience for buyers.

Joel Isaacs & Sons, Inc., are showing at the Bush Terminal Sales Building their new Spring line of Novelty Blouses consisting of the latest materials in silks and cotton novelties. Immediate deliveries.

Cotton Waists, \$12.00 to \$24.00 dozen; values guaranteed. Extra sizes a specialty. 2,000 dozen in stock for rush shipments. Open orders solicited. Samples on request. Lauter & Wang.

Georgette Waists at \$3.75, something unheard of under present conditions, and striped tailored cottons ranging from \$18.00 up. La Rose Waist Company.

Novelty Georgettes popularly priced from \$5.75 to \$13.75 each. Leberman, Goldberg & Dorfman.

Distinctive blouses of georgette and crepe de chine. All new pastel shades. Immediate delivery—from \$5.50 to \$12.50. Open orders given prompt attention. Al Levy & Bro.

A complete line featuring stouts only. H. S. Lyon, Inc.

Cotton Waists—Style and workmanship guaranteed. \$18.00 to \$27.00. Prompt deliveries. H. & L. Markowitz.

"Maxine Blouse"—Our line contains voiles, organdies and georgettes from \$3.00 to \$35.00. One hundred and twenty-five numbers to select from. Supreme in quality. Maxine Manufacturing Company.

Georgette, Embroidered and Beaded Waists—Popular-priced line of merchandise. Now ready for your inspection. Metropolitan Dress & Waist Company.

Strictly Tailored Waists—Voiles, lincens, madrases, organdies, silk and cotton mixtures, novelty plaids and stripes. Individually boxed. Regularly priced. Quick deliveries. Milgrim Manufacturing Company.

### BLOUSES AND WAISTS

Continued

Beautiful Waists in Beautiful Styles! We have just made several new numbers at \$12.50. Ost Brothers.

Tailor Made Silk, Georgette, Crepe de Chine and Cotton waists. Our line will give a touch of distinction to your Waist Department. Reed Brothers, Inc.

Georgette Blouses—Blouses of the better kind featuring the new spring shades as well as all standard colors. Price range \$7.50 to \$25.00. Max Roth, Inc.

Exclusive Line of Cotton Blouses, comprising Voiles, Batistes, Real Irish Laces, Valenciennes, Lingerie and Tailored Models. Prices \$24.00 to \$102.00. Special line of extra sizes. Rothman Bros.

Waists—we are specialists in hand-made imported Cuban and Porto Rican Waists. Batiste and voiles, \$3.50 to \$10.50. Many trimmed with filet and Irish lace. Storyk Bros., Inc.

General Line Cotton Waists, Domestic Voiles and Organdies from \$12.00 to \$36.00 dozen. French Voiles from \$3.50 to \$6.00 each. Jap Silk Waists at \$24.00 per dozen. The Three B Waist Company.

Georgette Waists—A distinctive line of hand embroidered, Filet trimmed blouses of the better kind are handled successfully by the representative concerns throughout the United States. Louis Leiserson, Inc.

Specializing Cotton Waists—Fine hand-embroidered French voiles and tailored batistes. Complete Spring line now showing. The Max G. Wertheim Co.

Our line of popular-priced merchandise is now on display in the Bush Terminal Sales Building. We invite your inspection. E. Meisler & Company.

Georgette Silk Waists—An exclusive line featuring our latest model, No. 408. Short butterfly sleeves, latest cut, kimono effect, hand embroidered and beaded. Price \$7.75. Y. K. Waist Company.

Georgette Waists at \$6.00 each and up. Cotton waists, voile and organdies at \$18.00 per dozen and up. Goldhaber & Harris.

Empress Waist Co.—An exclusive line of novelty blouses.

Regent Waist Co.—Blouses of appealing styles.

Yale Waist Co. Cotton waists popularly priced, \$14.50 a dozen up.

FOLLOWING LINES SOON TO BE DISPLAYED

I. Harris.

Hygrade line of cotton waists that will greatly add to your Waist Department. See our samples in the Bush Terminal Sales Building. Elmhorn Brothers.

Popular price line of up-to-date Waists consisting of cottons, silks, georgettes, etc. Charles Raab.

### CORSETS AND DRESS FORMS

TENTH FLOOR

Admiration Brand—Corset laces, shoe laces and middy laces. Max Levison & Company.

"Atlas Brand" Corset Laces, tubular and flat, cotton, mercerized silk; colors—white, pink and blue. Our large stock makes possible prompt deliveries. William B. Bliss, Jr., & Company.

"De Bevoise" Brassieres—Original. Best. Easiest to sell—surest to satisfy. A style for every figure at a price for every purse. See our new spring styles. Chas. R. De Bevoise Co.

Roberta Laced-in-Front Corsets—Roberta Designing—created a figure line hitherto unknown in Laced-in-Front Corsets. Roberta self-adjusting Shield. \$33.00 to \$150.00 dozen. Roberta Corset Co.

### DECORATIVE ARTS AND INDUSTRIES

TWENTY-SECOND FLOOR

Choice Art Lampshades—Original and exclusive designs and shapes. Hand-colored and decorated. Novel glazed effect in either parchment or silk. Moderate prices. K-Art Studios.

Floor, table, bridge and boudoir lamps, torchieres, candlesticks, book-ends, sconces and wall brackets. Pure period designs, hand-carved in solid mahogany, goth or polychrome. E. Kopriwa Company.

Art Lampshades—Hand-decorated Crystalline effects. All sizes and designs. Special designs adapted to different interiors. Granet Mfg. Co.

Lamp and Lamp Shades—that are unusual in design and quality. An extensive line for a discriminating trade. Ramsey, Lyon & Humphreys, Inc.

### DECORATIVE ARTS AND INDUSTRIES

Continued

Rare Prints—\$1.50 up. Reproductions 10c. to \$1.00. Modern and rare old textiles for interior decorating, mandarin coats, etc. Artists' materials, decorative art specialties. E. T. Shima.

Hand Woven Tunic Sport Suits. In gold and yellow, also blue and white, \$20. Arden Crafts.

Art Materials and Novelties—"Enamela" for enameling, "Permodello" for making jewelry, "Bateko Dyes" for batik work, watercolors, crayons, "Stixit" and "Modelit." The Prang Company.

Book ends, candlesticks, picture frames, wastepaper baskets made of wood and polychrome; also an exclusive line of parchment lamp shades and lamps. J. W. Gillis Company.

FOLLOWING LINE DISPLAYED SOON

French Wax Figures of every description for every purpose. French Wax Figure Company.

### FANCY GOODS

TWENTY-FOURTH FLOOR

Real Laces. Very interesting values are shown in real Filet, Crochet, Duchesse, Venise and Valenciennes. Real Filet and Crochet Medallions for all purposes. Real Lace Neckwear and Handkerchiefs. H. F. Barre.

For convenience in ordering, we have made up two assortments, consisting of the best selling numbers; assortment No. 1 amounting to \$63.19 and assortment No. 2, \$58.79. G. Reis Bro., Inc.

Dress Trimmings—Manufacturers and Mill Representatives. ARROW BRAND Braids, soutaches, rat tail, pig tail, fur chains, cords and notion specialties. Bennett & Ryerson.

"Crest Brand" ladies' neckwear. Flat Venice lace points featured in 50 numbers, \$8.00 to \$18.00. High neck cloth vests, \$4.00 to \$12.50 each. Jabots, \$12.00 to \$72.00 dozen. A. Phillips.

Real Laces—All descriptions and widths. Excellent qualities. Moderate prices. Real Irish, Venise, Valenciennes, Branche, Point de Paris, Bruges, Limerick, Airmenon, Bretteon, etc. Henry Ganzel.

"J. C."—America's Best Ribbons—One for every purpose. New and exclusive patterns in Jacquards and broad Tinsels for forthcoming seasons, satins, taffetas, etc. Johnson, Cowdin & Co., Inc.

Satin Ribbons—Immediate delivery on Satin Taffeta Ribbon No. 18 to No. 250 at 8c. a line. Complete color line. This is the scarcest item today in ribbons. Lion & Company.

Ladies' and Men's Handkerchiefs—All descriptions; cotton, linen and silk; attractive embroidered designs; packed one-half and one-quarter dozen to a box. Manhattan Handkerchief Company, Inc.

Full passementerie line of silk tassels, fringes, girdles, braids, soutaches, etc. Head girdles No. 1222 at \$3.50; No. 1215, No. 1266 at \$4.50 in coral black, navy, brown, taupe. National Trimming Co.

Decorative Art Linens—The celebrated V. B. Hooks and metal embroidery Hoops. Notions for the art needle trade. Stamped centers, scarfs, pillow tops. Van Blankensieyn & Hennings.

Werbro Ribbons are not commonplace. The world's best designers create our novelties. Staples are made in all widths and colors. Large stocks assure immediate delivery. Wertheimer Brothers.

Art novelties of the latest creation, featuring No. 41, a special silk pin-cushion with imported doll center, \$5.00 dozen. Very attractive and a positive quick seller. Kasumil Manufacturing Co.

Vanity Bags—\$24 gross to \$25 dozen. Party and Opera Bags, \$15 dozen to \$60 dozen. Ribbon novelties, ladies' garters, pin cushions, coat hangers and sachets. Alph-Omega Ribbon Craft.

### FURS

THIRTEENTH FLOOR

Safchik & Company—Coats—Sets—Single pieces. Safchik.

Sealine, Nearseams, Pontes, Marmots, Conies—The popular-priced fur coat house. Hessel, Weinberg & Hertz.

Neckpieces and Muffs in Dog, Wolf and Skunk; also Fur Coats. Nadler & Grichewsky.

Coats, Scarfs, Muffs, Sets. Morris H. Siegel. Will be displayed soon.

### GIFT NOVELTIES

TWENTY-SECOND FLOOR

Jonah in the Whale, mechanical hand painted wooden toy for grown-ups and children; a certain seller. Academy-Club Toy Makers.

Novelty Bead Necklaces and Abalone Pearl Jewelry, Manicure Sets, Dressed Kewpie Dolls, Indian Character Dolls, Sweet Grass Baskets and Moccasins, Souvenir Leather Goods. Arrow Novelty Co., Inc.

Hand Decorated Fired Candlestick—\$3.25 to \$16.50 pair. Hand Decorated Art Candles, \$2.40 dozen up. Boxed Gifts, Baskets, Incense, Pottery, Glass, Leather, Metal. Butterworth & Company.

### GIFT NOVELTIES

Continued

Boudoir Sets in crepe and linen, \$7.00 to \$10.00. Also boxed gifts, bags, desk sets, baskets and dolls. N. S. Day Associates.

Miniature Booklets—2 1/4 x 2 7/8 inches. Nursery Rhymes, Fairy Tales, Bed-time Stories, beautifully illustrated in colors; sets of 8 packed in attractive boxes, retail, 25c. John H. Eggers Co., Inc.

Hand Decorated Gifts. Coat hangers from \$2 to \$9 per dozen. Telephone covers \$3.00 and \$9.00 per dozen. Celuloid goods, nursery costumes, window wedges, candlesticks, door stops, toys. Gifts Co.

"Handrart Products"—Articles for the Gift Shop that are unique and artistic. Wendell H. Abbott.

Nut Bowls, Photo Frames, polychrome book end, table lamps, an unusual display of new numbers. H. Lieber Company.

Holland Ware Vases—\$4.00 pair. Italian Antique Candle Sticks and Book Ends, Bronze and Brass Novelties, Incense and Burners, Die Stamped and engraved Greeting Cards. F. L. Morgan Company.

Easter Remembrances for Old and Young—Novelties in neckwear, bags, baskets, children's presents and bird cages. Prompt delivery. Margaret McCullough Studios.

Gift Shop Novelties—For your Fancy Goods and Art Needlework Department. Many numbers to select from. S. Craig Preston & Company.

Assortment of Fancy Easter Egg Novelties, with small dressed dolls, georgette crepe flowers, gold lace ribbon trimmings, \$9.36 dozen. Schroeder & Winkler.

Arm-wood Baskets of Goodies—Decorated glass. Artistic pottery, unusually beautiful plaques and many other unusual novelties. Howard Selden.

Hand Dyed and hand woven bags, \$6.00 to \$9.50; baby blankets \$7.00. Original designs in table runners, \$5.50 up. Dyed and woven to blend in any room. The Tenady Weavers.

Decorated Glassware—Plain glasses—colored glasses. A wonderful gift shop line. Westmorland Specialty Co.

Charming Breakfast Set, two shades of blue with insert landscape. Glaring bowls black lined with turquoise—handsome salad bowl, design geese in bold relief. Paul Revere Pottery, Boston, Mass.

Hand Decorated Metal Desk Sets, Trays and Utility Boxes. Hand Decorated Wood Utility Boxes. Novelty Glass. Original Gifts. Mrs. R. Rosenthal.

Work, Shopping, Opera, Dance and Vanity Bags. Work, Candy, Glove and Handkerchief Boxes. Powder Boxes, Powder Jars, Sachets, Pin Cushions. Chicago Society of Art Needlework.

Ribbon Novelties, Favors, Sewing Novelties, Baskets, Bridge Prizes, Unique Novelties, Gifts and Prizes. Jane Gray Company.

Novelty Baskets and Sewing Novelties. Miss Fanny Meyer.

### GLOVES

TWENTY-FOURTH FLOOR

The experience gained in fifty years of successful manufacture of line leather gloves is embodied in our styles for 1920. Our display merits the attention of all buyers. Fear & White.

Goessling & Ferre, Inc., Kid Glove Importers, New York City, show a handsome display of the various qualities and new wanted styles for 1920 that is well worth inspection.

Line for 1920 is ready. Headquarters for 12, 16 and 20-inch French Musketeer Gloves. Also latest strap wrists, guantlets and novelty gloves, future delivery. Rosenbaum Company.

### HOUSEFURNISHINGS

EIGHTH FLOOR

A. P. W. Quality Toilet Paper Products are five high grade brands differing from each other in texture and weight, but known, by name, everywhere. A. P. W. Paper Co.

Scales. "Health-O-Meter." For Bathrooms, Nurseries, Boudoirs, Physicians' Offices, Gymnasiums. "Stork Special" Baby Scale, Physician's and Bath Scale. Continental Scale Works.

Hot Water Supply—convenient, cheap—for all buildings—Humphrey Automatic Gas Water Heaters are used the world over—complete hot water satisfaction guaranteed—see display. Humphrey Company.

"The Japana Cut Flower Holder." A perforated solid block of glass with circulation for water. Shows flowers as nature grows them. Japana Specialty Company.

L'Artiste Phonograph in regular and console models of unusual merit—unequalled in tone, finish and design. Exceptional openings for good representative. Philadelphia Show Case Company.

(For complete line see special announcement in this advertisement.)

THIS ANNOUNCEMENT IS THE EIGHTH OF A SERIES APPEARING IN THIS PAPER—SEE FOLLOWING PAGES